

The Daily GRAIN DEALERS' JOURNAL

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MILWAUKEE, WIS., JUNE 23, 1904.

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Candidates for the Presidency.



L. Cortelyou, Muscotah, Kan



A. E. Reynolds, Crawfordsville, Ind.

THE DAILY GRAIN DEALERS JOURNAL

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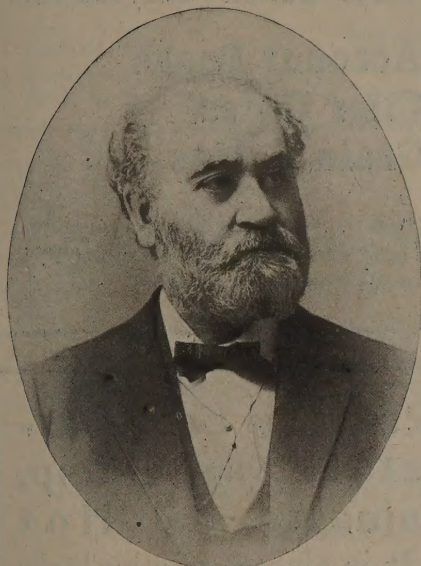
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GRAIN DEALERS JOURNAL

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10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
Chicago, Ill.

CHARLES S. CLARK, Manager.

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value of the Grain Dealers Journal as a
medium for reaching the grain dealers and
elevator men of the country is unquestioned.
The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

MILWAUKEE, WIS., JUNE 23, 1904.

ILL. headquarters parlor D.

NEW names are being mentioned for
the Presidency.

GET a membership card in the Buttin-
sky Club—be sociable.

GET ONE of John Leonard's chirpers
and help make a noise. He must keep
still.

GIVE your items to any of the repre-
sentatives of the Grain Dealers Journal.
All wear large corn colored ribbons.

THE MINNEAPOLIS delegation had a
high grade grain drier on its train, hence
thirst quenchers were not needed.

Native miss, as a representative of the
Grain Dealers Journal passed: "I've seen
several badges today, but that one is the
limit."

A grain dealers wife discovered the sign
in Gimbel Bros. store; "Hats trimmed
free" and now she is trying to persuade
him to live here.

CONTINUOUS market quotations were
posted on a large blackboard at the en-
trance of the meeting hall with the com-
pliments of the Western Union Telegraph
Co.

"NEW ORLEANS, the proper place for
next meeting. Headquarters Parlor 575,"
is the legend on placards hung up in the
Plankinton by Fred Muller, sec'y of the
New Orleans Board of Trade.

AS THE clock in the tower was tolling
the hour of six last evening, each lady
in attendance was presented with a bunch
of flowers with the compliments of J. F.
Zahm & Co. Yes! they were red flowers.

J. F. SPRAGUE brought his wife's let-
ter to Milwaukee—300 miles from home—
to mail. But that is nothing, many men
carry their wives' letters until they are
nearly worn out.

A NEW brand of chewing gum was in-
troduced by C. A. McCotter, Sec'y of the
Grain Dealers' Nat'l Mutual Fire Ins.
Co. Ask him for a package of "YOU-
CAN" chewing gum for grain dealers.

THE MILWAUKEE BAG CO. has Par-
lors 483, where their representative, Mr.

F. P. Mann, J. E. Schwab and W. B. Chris-
ty, are greeting visitors. Cigars of spe-
cial brand with their trade mark as label
are distributed freely. Refreshments are
also served. Don't miss it.

29 WIVES of grain dealers applauded
the speeches of Mayor Rose and Mr. Dun-
lap. They undoubtedly would have stayed
indefinitely admiring the heads and bald
spots of the audience below, but the Col-
onial room with its soft, rustling gowns,
its punch bowls and pretty decorations
drew them away.

Ladies Program.

THURSDAY, JUNE 23rd.

Carriage ride 10:30 to 1 p. m. Dinner
at the Pfister.

Evening: Concert at the Chamber of
Commerce.

FRIDAY, JUNE 24th.

Trolley ride 10:30 a. m. to Whitefish
Bay, with refreshments.

Lake ride, 2 p. m. Refreshments.

Evening at Exposition.

Many grain men with their ladies
listened to a rag-time concert by Brook's
band at the Exposition building last even-
ing. The building was festooned with
electric lights which were covered with
yellow and red tissue shades, producing a
pretty effect.

The dealers found what made Milwau-
kee famous and ere the evening was over
judged there were many moons in the sky,
but wondered why they were hung in such
straight lines.

A laughing selection pleased the audi-
ence, but when the inspiring Columbia
was played the audience proved its patrio-
tism by rising en masse and greeting the
number with applause.

Chief Grain Inspectors will meet.

The Chief Grain Inspectors Ass'n will
meet at noon to-day. Any inspector ab-
senting himself will be fined and branded
an absinth fiend.

The chief inspectors in attendance are
J. D. Shanahan, Buffalo; E. R. Gardner,
Memphis; H. Chisman, Cincinnati; Chas.
McDonald, Jr., Baltimore; E. H. Culver,
Toledo; F. W. Eva, St. Paul; J. N. Barn-
card, Minneapolis; E. H. Emmerson, Du-
luth; F. D. Hinkley, Milwaukee; W. L.
Richeson, New Orleans; F. H. Tedford,
Missouri; W. J. Graham, Kansas City,
Kan.; Jno. O. Foering, Philadelphia; Jas.
B. Canby, Philadelphia.

G. H. K. White of New York.

The Badges.

As usual the supply of badges was in
excess of the coat room.

Peoria had a bright red ribbon, with
white lettering and map of 17 railroads
entering the spirituous city.

Kansas City's badge was golden, de-
pending from a bar of the same color.

Chicago Board of Trade delegates wore
a bronze medal attached to a black rib-
bon and bar "Chicago."

Rosenbaum Bros. gave away a neat lit-
tle badge, a white ribbon on an em-
bossed gun metal bar and an eagle grasp-
ing a sheaf and a golden circle bearing
the firm name.

For the first time at a National Con-
vention the press was provided with a
distinctive badge, a white ribbon with
the words "Press. G. D. N. A., Milwau-
kee, June 22-24, 1904."

To-day's Program.

THURSDAY, 9 a. m.

Report of the Arbitration Committee
..... Jay A. King, Nevada, Ia.
Congressional Work
..... John B. Daish, Washington, D. C.
Report Grain Car Equipment Com-
mittee H. A. Foss, Chicago, Ill.
Report of Trade Rules Committee.....
..... C. A. Burks, Decatur, Ill.
Reading of Legal Opinion Defining Re-
sponsibility of the Railroads on
Shipments of Grain Delayed in
Transit..... By the Secretary
Report of Committee on Constitution
and By-Laws.. J. A. King, Nevada, Ia.
Adjournment 12 m.

THURSDAY, 1:30 p. m.

Report of Executive Committee of In-
terstate Commerce Convention on
Progress of Legislation Giving
Greater Effectiveness to Inter-
state Commerce Act.....
..... E. P. Bacon, Milwaukee, Wis.
Report of Resolution Committee.
Report of Grain Improvement Com-
mittee..... J. L. McCaull, Minneapolis
Report of Legislation Committee....
..... Chas. England, Baltimore
Report of Transportation Committee
..... S. W. Yantis, Buffalo
Report of Auditing Committee.
Report of Nomination Committee.
Election of Officers.
Adjournment sine die.
Meeting of the New Board of Directors.

A thorough discussion will follow each
address and every delegate is requested to
be prepared to participate.

FRIDAY.

Friday will be devoted to sightseeing
and pleasure.

The St. Louis Meeting of Shippers.

The meeting of shippers to the South-
east held in St. Louis June 21, at the be-
hest of Memphis dealers, was attended
by about 75, all of whom were dead in
earnest.

An organization was formed to be
known as the Grain Dealers Adjustment
Co., to be incorporated.

The sole purpose of this organization
is to enforce the fulfillment of contracts.
Sales can be based on any terms desired
by buyer and seller, but whatever terms
are agreed upon will be enforced by the
Ass'n and without expense to the one who
suffers. The Sec'y of the Ass'n is to take
up personally all disputes, demand justice
and endeavor to settle amicably, but fail-
ing to do this, he will turn it over to the
Ass'n's lawyer, who will prosecute the
case to the highest court, if necessary.

The legal expense is not to be consid-
ered or governed by the amount involved,
the Ass'n is to stand for principle and
will endeavor to establish trade customs
in the Southeast favorable to all through
court decisions.

It was decided that \$8,000 should be
the minimum sum provided for the first
year's expenses. The annual dues will
be \$100, and Chas. D. Jones of Memphis,
who is chairman of the Membership Com-
mittee, is confident that he will experi-
ence no trouble in securing the required
80 members within a week.

Mr. Jones is stopping at the Plankin-
ton and will be pleased to see anyone in-
terested in the Southeastern trade.

EIGHTH ANNUAL MEETING

GRAIN DEALER'S NATIONAL ASSOCIATION.

The Eighth Annual Convention of the Grain Dealers National Ass'n was called to order by the President, H. S. Grimes, with the following:

Ladies and Gentlemen of the Grain Dealers National Association: This is the Eighth Annual Convention of the Grain Dealers National Association. I want to say to you that we have been delayed perhaps fifteen or twenty minutes in calling you to order. I want to further say to you that punctuality is one of my very great traits. Hereafter at the hour named this convention will be called to order, even if we have nobody here but the President and the Secretary. In order to expedite business it is necessary to do this and I want you to assist me.

I take pleasure, gentlemen, in introducing to you the Reverend A. A. Kiehle, who will deliver the invocation.

A. F. Brenner: Mr. President, may I offer one suggestion, in order to expedite business, a motion upon the appointment of the Credential Committee?

The President: The motion is at present out of order.

The Rev. A. A. Kiehle then pronounced the invocation.

Mr. Brenner: Now, Mr. President, I will ask if it is proper to offer my resolution?

The President: In the regular order of the program, Mr. Brenner, there is an arrangement made for the appointment of committees. Unless the convention wants to deviate from the program as mapped out, I would consider the motion, at this time, out of order.

Mr. Brenner: I wish to appeal from the decision of the chair.

The President: In the first place, to take an appeal, it is necessary to have the action to inform the convention itself, those who are entitled to vote. We cannot get that until we find out, by the committee on credentials, who are entitled to vote. If you make a motion at the present time, to appeal from the decision of the chair, it will naturally have to be by viva voce vote, which cannot be entertained by the chair. I do not understand the object of the insistence upon this. I would like to carry out the program as nearly as possible. I will say this to you: The first committee that is appointed. I will entertain you previous to anyone else. If that is not satisfactory, I cannot give you any more satisfaction.

Mr. Brenner: Will you permit me to ask a question, Mr. President? How can this convention proceed to do business without ascertaining who is eligible to vote in this convention?

The President: The convention is not open for business until after these addresses are made. Then this convention will be open for business and I will make the announcement to you.

Mr. Brenner: Very well.

The President: We expected the pleasure of an address from the Governor of the State of Wisconsin. Unfortunately, the Governor is interested in nominating a Vice-President. As you well know, there is nobody interested in nominating a President: he was nominated practically, several months ago. As a consequence,

the Governor is excusable; but we have with us a gentleman, who, from all I can understand, I believe will be an excellent substitute; a man who is fully able and capable in every manner of occupying the position of the Governor of Wisconsin. I have the pleasure of introducing to you the Honorable David S. Rose, Mayor of Milwaukee. (Great applause.)

Address of Welcome.

Mr. Rose: Mr. President, Gentlemen of the Convention: I have always supposed that I had shortcomings enough of my own to answer for, without being called upon to fill the place of his excellency, the Governor. (Applause and laughter.) They tell me that you are grain dealers. You don't look it. (Laughter.) From the dignity of your demeanor, the austerity of your expression, the placidity of your conduct, I would rather believe that you were a ministerial association. (Laughter.)

We have grain dealers in Milwaukee, such as they are. Like every other well regulated city, we have a Chamber of Commerce. We have a bunch over there that can sell more grain than they haven't got and buy more grain than they never expect to see than any other Chamber of Commerce on the continent. (Laughter.)

(A voice: I had some of it.) I assure you, it affords me pleasure, speaking for the people of the most beautiful city upon this continent, to express to you our greetings and a most happy and cordial welcome, and in speaking for his excellency, the Governor, in behalf of the people of the old Badger State, to extend a welcome to a class of men whose business is so closely identified with that with which a great majority of our people are connected. I undertake to say that most of you are strangers within our gates, and, that being true, I desire you to know something of our people, something of our city, a city of which every Milwaukeean is proud; a city with a population of 335,000 inhabitants; a great manufacturing city, whose annual manufactured product exceeds in value \$240,000,000, whose manufactured products reach the most distant parts of the civilized world. One product in particular has contributed to make "Milwaukee famous." (Applause and laughter.)

Our people are a cosmopolitan people. I see, in your program that the advice is given to members of the convention to brush up on their German. A good idea. I don't know precisely what is meant; whether it is that you shall brush up in the use of the German language or brush up in the practice of the German customs. While ours is a great German city, the German character largely predominating, I undertake to say to you that those old German customs that have been brought from the old Fatherland across the ocean, practiced here as they were there, bring more happiness to our people than the customs of our narrow-minded Yankees. (Applause.)

We undertake to keep pace with our sister cities in individual action. It is that friction of competition that broadens, and that same spirit of competition characterizes municipal life throughout our nation, and it is well that it is so. We point with pride to our public institutions, to our splendid city hall, erected only a few years since at an expense of several millions of dollars, constituting as it does one of the most commodious and delightful office buildings in the country; to our public library and museum building, erected by our people, without contribution or assistance from the state, a monument to their enterprise and civic pride and patriotism, and constituting, as it does, one of the greatest educational institutions of our state.

Our character of government is of the liberal kind. We believe the ordinary, average American citizen is abundantly capable of governing himself; that he understands the obligations and responsibilities that he owes to his neighbors, and that he is at all times mindful of their rights. We believe in the old democratic principle of government, that that government is best which governs least.

While it is true that we have great brew-

ing industries here and great brewing interests; while it is true that we have upwards of 1,850 saloons in our city, not one of which is required to put a key in its door from the beginning to the closing of the year, it is also true that you will see fewer intoxicated persons upon the streets of our city than upon the streets of any other city in this land. (Applause.) It is likewise true that we have neither disorder, discontent nor crime. Our percentage of crime is lower than that of any other large city of this nation.

I want you to feel that you are now sitting in the best city in the best state in this union. (Applause.) If there is anything that you people want that you don't see, do not hesitate to ask for it. If you find a door that is locked against you, don't hesitate to kick it in. If any of you get in trouble, don't forget I have a telephone in my house. (Great applause and laughter.)

(A voice: We are at home.) I want to say to you further that we have the best Police Department in this country; within 85 miles of the wickedest city in the country, and property and life absolutely secure; but upon occasions of this kind, every policeman upon the force is constituted a guardian of the visitor, and if you have an idea for a second that you will be able to break into our police station, just disabuse your minds of that idea.

I don't know how you will find the members of our Chamber of Commerce.

I will say to you confidentially, that here at home they are recognized as a bunch of pretty warm babies. (Great laughter.) I will say to you if you undertake to start out to try to keep up with them, you would better pin your coat tails to your trousers' legs or they will fly off. I am sure they have made every provision necessary for your entertainment.

I trust you will enjoy your visit in our midst. I trust you will avail yourselves of every opportunity that comes to you to find pleasure and recreation, so that when you depart from our gates you will carry with you only happy memories and pleasant recollections of the convention held in the Cream City.

I thank you for your attention. (Great applause.)

The President: Ladies and Gentlemen, I think if you had any doubts as to the truth of my statement previous to the gentleman's talk, they are all removed. I, myself, have become almost a convert to Milwaukee beer. I usually do not drink anything quite that thin, especially when I am at the Grain Dealers Convention, but I must say that the opportunities presented by His Honor, the Mayor, the assurance that we will all be safe, no matter what we do; that he has a telephone in his house; a police station that we cannot break into; with all these inducements, I must say I believe you will inveigle some of the boys into doing something they would not do if at home.

(A voice: Will you ask the mayor for his telephone number?)

Mayor Rose: I am glad to know I have one gentleman interested. (Laughter.)

The President: The gentleman who asked the number of your telephone is from Philadelphia.

(A voice: A gentleman from New Orleans would like to have his telephone number.)

The President: The National Association will hear an address from Mr. M. F. Dunlap of Missouri, a state that usually has the reputation of producing orators that are unsurpassed, and I think Mr. Dunlap is no exception, in fact, I know he will not be. If he will come forward, I will take pleasure in introducing him. (Mr. Dunlap comes upon the stage.)

The President: Permit me to introduce Mr. M. F. Dunlap of Missouri.

M. F. Dunlap: We have listened to the kindly greeting and heard the welcome of the honorable gentleman who has just preceded me and perhaps the most expressive reply that we can make is that we, the representatives of the grain buyers of the United States, are indeed glad that we are here. We were glad when they asked us to turn our faces toward Wisconsin. We were glad when they said, come, let us abide for a few days with the citizens of and in the beautiful city of Milwaukee.

I had perhaps some feeling or a desire that was not akin to most of these strangers, for once I was a proud citizen of this proud commonwealth. True, I was born down here in Cook County, but as soon after my birth as I could make the proper arrangements, I came directly to Wisconsin.

I came here after Father Marquette and yet before the eyes of our honorable mayor had taken in the landscape of any country.

I came here before you had these fine paved streets, these attractive boulevards, these beautiful parks, these palatial residences, these magnificent business structures, these established enterprises, these manufacturing plants, before you had the cosmopolitan aspect that we see here to-day.

I came here when you did not have these palatial walks, but when there was, with freedom upon your ponds, the domestic duck and proud gander, with accompanying flock of geese parading down your streets. I came here, Mr. Mayor, when everybody's business in Milwaukee was everybody else's business. I came here when the coming of a stranger into your midst was not unnoticed, as it is to-day, but business was suspended and it was fully understood where he came from, how long he was going to stay and how much money he had to invest.

What a change has taken place since then. I have developed in domain while this city has developed in natural resources. This great State of Wisconsin that was a wild waste of prairie grass has been transformed into fertile fields innumerable, that are to-day yielding their cereals, and passing along them you can see waving fields of golden grain.

Standing in the presence of such an audience as this, coming from all over this nation as it does, made up of the finer specimen of American citizens and coming in touch with the feelings and the hospitality of these citizens, I must confess that this moment my will gives way to inspiration that causes me or tends to cause me to make a declaration of lofty themes, but while I have been given the privilege of going a little beyond the usual order of a responding address, I will not worry you with a recitation of lofty phrases, but I will declare in the presence of this audience that we are a great people that this land we live in is a beautiful land and this is the ideal nation of all the nations around God's globe.

I want to say to you as a final sentence that as sure as yonder morning sun rises up in its majestic splendor over the deep blue waste of waters, dispelling the darkness of the night and bathing in refulgent sunlight the beauties of this magnificent city, just as certain as each day's session of this convention is held, the grain buyers here assembled will reveal to you the truth of my statement that they will feel glad to be here; that they appreciate the hospitality of these citizens and that they feel at home, and when this convention shall have been ended and we have taken our departure, the memories of the pleasant days and the profitable hours will linger in our hearts as fond recollections of this visit, and above all that the citizens of Milwaukee will reciprocate our feeling in their entirety.

President Grimes: I think Mr. O'Fallon has kept up the reputation of Missouri. Previous to my address I have been requested by the Secretary, to state that the reception committee of ladies has been waiting to entertain you in the parlor. I would like to have the ladies stay and listen to my address, but it relates only to business so that I will excuse you all.

Vice-President J. W. Snyder took the chair. President Grimes read the following address:

President's Address.

To assure you it affords me much pleasure to be with you all to-day and to preside over your meeting for the third time in the past two years, I might say, would be drawing it

very mildly, for to preside over a body of the character of the Grain Dealers' National Association and to be its President is an honor one can well feel proud of, and I am no exception.

In the past eight months (during my official capacity as President) the Association has made great strides towards betterment, and a wonderful amount of work has been accomplished by all the officers connected with the organization, which work is producing excellent results.

This is the eighth annual meeting of the Grain Dealers' National Association, and I am very proud to say it is one of the largest meetings we have ever had.

CHANGE OF MEETING TIME: The change in the time of our annual meeting from October to June, after it had once been arranged by the directory, did not meet my approval by any means. It savored too much of a vacillating spirit on the part of the directors that did not speak well for them; as a consequence I bitterly opposed the change. I did all in my power to prevent it, and I believe if the opportunity had presented itself to me in time we would have had our usual October meeting, but I was not aware of the contemplated change until it was too late to bring arguments to bear which I am satisfied would have influenced the directors to let the date remain as it was; in fact, I have every indication of this from personal letters received. However, as soon as the directors decided to hold the meeting in June I took off my coat and worked incessantly to bring about a large and enthusiastic meeting at this time.

I have visited three different Association meetings, and in each case urged upon the members to attend our meeting, holding out every inducement possible that would be to their advantage to be with us, for I did not want any one to think that after the time of holding our meeting had been decided, and then changed, and I was so strongly opposed to the change, that I would in any way show an antagonistic spirit. And again, it was my duty as your President to use every means possible to bring to this convention as many members as I could, and no one is more pleased with the success of this meeting than your President.

ARBITRATION COMMITTEE: It is well known that we have connected with the Grain Dealers' National Association quite a number of committees, and while it would please me very much to mention the work done by each and every one of them, as they have all done their work willingly, cheerfully and well, I will say the minor committees are such that there is no particular importance attached to them as the Secretary usually relieves them of the greater portion of their work. But the Arbitration Committee is one of the most, if not the most, important committee we have. This committee has demonstrated itself through its very efficient chairman, Mr. Jay A. King, to be thoroughly familiar with the objects for which it was formed. The importance of this committee can well be understood when you take into consideration it is the legal end of the Association, and could and does save its members hundreds of dollars that no doubt would be spent in a legal fight if the Association had no committee of this kind. The Arbitration Committee can take up little differences (or big differences, as the case may be) and if you will abide by its fair, unbiased and just decision, which is sure to be given, the case will be settled out of court, the parties involved will continue to be friends and a general satisfaction will be derived which can only be appreciated by those who have been unfortunate enough to need the services of such a committee.

The Arbitration Committee will make its report in which it will give you a full account of what has been done during the year, therefore I will not dwell longer on same.

ADVISORY COMMITTEE: Among the other important committees the Advisory Committee has been wonderfully active in the past eight months. Mr. Geo. A. Wells, the efficient chairman of this committee, has left no stone unturned to make the committee work felt all along the line. I can safely say he has done more work than has ever been done before, and the results of his work, in connection with the other members of the committee, have been so effective that the Grain Dealers' National Association has surely derived great benefits therefrom.

The Advisory Committee will also report later as to what it has done in the past year. I want to congratulate this committee most heartily.

TRADE RULES COMMITTEE: While Arbitration Committee and the Advisory Committee have been mentioned particularly, I could not well close the committee work without referring to the most excellent manner in which the chairman of the Trade Rules Committee, Mr. C. A. Burks, has been looking after that committee. Mr. Burks has devoted a great

deal of time and study to the trade rules, and I must say he made a splendid report at the last meeting, one that was far superior to any made heretofore, with all due respect to the gentlemen who preceded him, and I am fully satisfied his report at this time will be a much better one than the report at Minneapolis.

WORK OF THE SECRETARY: The Secretary of this Association has been unusually active since our last meeting; he has devoted considerable time to visiting the affiliated associations, which work, no doubt, will bring good results. Mr. Stibbens has been very active indeed in everything he has undertaken, and I must compliment him very highly for the manner in which he has carried out what he attempted to do. The results of his past work, no doubt, will be fully shown in the future.

OUR GENERAL COUNSEL: Last January I appointed Hon. John B. Daish, of Washington, D. C., as general counsel for the Grain Dealers' National Association, after consulting with the directory as to the appointment. It was a stroke of policy that I believe has done more towards bringing the National Association into prominence than anything that has been done in the history of the Association.

It is a well-known fact that legislation of all kind is being looked after in Washington by representatives of different organizations. It is also a well-known fact that there is no organization in this country that requires the scrutinizing gaze of an expert to look into legislation that would be detrimental to the members of this organization.

No doubt many of you are aware of the large amount of legislation that came before the members of Congress at the last session that would be detrimental in the extreme to every member of our organization. This was taken hold of by Mr. Daish and effectually knocked out.

It is a noted fact and one perhaps that is unfamiliar to the majority of you, that bills slip through the legislature time and again, which, if the proper effort was made, and a very small effort, too, could be annihilated. Where there is no one to take the initiative and the members of Congress look upon it as not being objectionable, it goes through, frequently to be a menace to the trade of this country until it becomes so objectionable that it is repealed. By having our general counsel at Washington we were able to prevent not only one but half a dozen bills from being passed this session that we would have regretted to have become laws.

As Mr. Daish will have his report before you I am merely outlining what has been done. I want to say, however, that to-day in the halls of Congress the Grain Dealers' National Association is more favorably known than any other national association, or any other association, I might say, in this country. This may seem to you a strange assertion for me to make, but I assure you I am familiar with what I am asserting. My personal experience in Washington in the House of Representatives and Congress justifies me in making that claim.

NATIONAL BOARD OF TRADE: Last January your President and Vice-President, Mr. John W. Snyder, of Baltimore, were delegated to attend the National Board of Trade meeting as representatives of the Grain Dealers' National Association. It would be egotistical for me, perhaps, to go into full details as to what was done there, but I cannot help making the statement that the Grain Dealers' National Association was "in it" from the start to the finish. I will leave the balance for my colleague, Mr. Snyder, to lay before you.

In conclusion I desire to thank each and every member of the different committees and the directors for the very courteous manner in which they have treated the President of this Association in all his communications to them in the past. I assure you the very kindest feeling from their President is extended to them, and that the success of the Grain Dealers' National Association will be paramount in the future as well as it has been in the past, so far as your President is concerned.

I cannot close my remarks without commending you upon the manner in which this beautiful city, through her energetic citizens, has planned to entertain this convention. We have been entertained by several cities and entertained elaborately, but I must say the arrangements that have been made here are equal to and I will say far surpass any that have heretofore been made for us.

I assure you it was very pleasing for me to be able to send out to the numerous members of our organization the assurance that Milwaukee would entertain this convention as it has never been entertained before, and I believe my words uttered then (more upon the knowledge I had of what Milwaukee had done heretofore, and what it would do at this time) will be carried out to the letter.

It is very pleasing, ladies and gentlemen of this convention, for me to make this statement to all of you with confidence that before the convention is over you will heartily agree with me.

Vice-President Snyder: Gentlemen of the convention you have heard the President's address what will you do with it?

Upon motion the president's address was adopted.

A. F. Brenner: I move you that a committee on credentials, composed of one delegate from each affiliated association, be selected by each state association, and one delegate at large appointed by the chair and said committee be requested to report this evening.

The motion was seconded by M. McFarlin and carried. The following committee was selected:

J. W. McCord, Ohio; C. B. Riley, Indiana; Geo. Beyer, Illinois; H. C. Mueller, Iowa; G. H. Currier, Grain Dealers Union; E. J. Smiley, Kansas; E. A. Brown, South Minnesota, and S. D.; T. W. Swift, Michigan; G. C. Julius Spoerri, Wisconsin; T. J. Stofor, Buffalo Grain Dealers Association; Charles Englund, Member at large.

Jay A. King: I move that the Nominating Committee be selected in the same manner as the Committee on Resolutions. Upon being seconded by W. S. Washer the motion was put to a vote and carried. The following committee was appointed on nominations: H. L. Goeman, Ohio; J. M. Braford, Indiana; H. N. Knight, Illinois; M. McFarlin, Iowa; W. S. Washer, Kansas; W. H. Chambers, South Minn., and S. D.; W. E. Sheldon, Michigan; Mr. Temple, Wisconsin; S. W. Yantis, Buffalo Association; Geo. F. Reed, N. E. Association; J. W. Snyder, member at large.

C. B. Riley: In view of the fact that we have such a large number of independent members I move that there shall be two additional appointed from the independent membership for the nominations committee by the chairman. The motion was seconded and carried, and the names of Fred Mayer and D. P. Byrne added to the committee.

The president appointed the following committee on resolutions: I. P. Rumsey, D. Hunter, D. Lederer.

Auditing Committee: S. S. Tanner, Wm. Timberlake and M. F. Chrisman.

Secretary Stibbens read the following secretary's report and financial statement, the latter being referred upon motion, to the auditing committee.

SECRETARY'S ANNUAL REPORT.

Mr. President and Members of the National and Affiliated Associations:

I desire to present to the members of this Association my third annual report, and trust it will meet with your hearty approval.

I infer this large assembly of representative grain men are here for a purpose, and that purpose is to learn what the progress of the organization has been since our last annual meeting in October, also to listen and take part in the general discussion that will take place upon this occasion.

Too little attention is given by members to the workings of any organization, or more would be accomplished. If the members would study conditions well, they would place themselves in position to offer many suggestions that would be very useful and helpful to the Association.

Often times you are called upon to lend your assistance in bringing pressure to bear upon certain matters, and but few of you respond to the calls made upon you from the Association, when it is desired to remedy certain evils.

There are matters of grave importance confronting the grain trade that must be judiciously handled and supported by the entire federation of associations, if we may ever expect to correct the many existing abuses.

If every man in the grain business realized the stupendous sum of money invested, in the aggregate, he would fully appreciate the great importance of the business he represents.

It is almost useless for me to call your attention to the conditions of the grain business ten years ago, as you are all familiar with it, but compare them if you will, with the methods of to-day and tell me candidly if the great improvement has not been brought about by an organized grain trade?

The honesty and business integrity of every grain man in the past few years, has been raised to a higher standard, consequently, dishonest people are fast being branded and stand but little chance of being recognized in the future.

Interstate Commerce—At our last annual meeting a resolution was adopted relative to legislation to render the decisions of the Interstate Commerce Commission more effective, a copy of which was mailed to our members with a letter requesting them to interview the members of Congress from their respective districts, and the Senators from their several states, or write personal letters to them, prior to their departure to Washington, urging them to give their active support to the needed legislation. A personal letter with copy of the resolution was mailed by the Secretary to each member of both houses of Congress, urging them to support a bill that would bring the needed relief.

Favorable legislation along this line was not secured at the last session, but great progress has been made in building up a sentiment in favor of it, therefore if the members of this and other associations will give their united support to House Bill 6273 and Senate Bill 2439, in the next session of Congress, these bills will pass both houses.

Arbitration—The Arbitration Committee of this organization certainly has established many precedents that will be of great value to the trade in the future.

During the past eight months the committee has passed upon seven cases, judgments of which in the aggregate amount to \$376.25.

These opinions should receive careful consideration by our members, as they will acquaint you with the customs of the trade and put you in position to avoid future differences.

The duties of this committee are very arduous and few realize the great responsibility these three gentlemen have assumed for your benefit, therefore every member is under great obligation to the committee for the very faithful performance of its duties. The chairman will make his report later.

State Grain Inspection—The only solution of this very important matter is for the associations of the states which it is in vogue to inaugurate a campaign of education and bring pressure to bear upon their respective legislatures for the enactment of a civil service law.

Public Supervision of Weights—Since our last annual meeting public supervision of weights have been inaugurated at New Orleans and Memphis, and I am advised the new system at these two terminals show marked improvement over the old.

Other markets are being looked after and the public are demanding that up-to-date methods of weights shall take the place of the old-fashioned loose systems.

Sealing Systems—As per resolution passed at our last annual meeting in Minneapolis last October, the matter of sealing systems has been taken up with the various railroads with a view of prevailing upon them to install a system of consecutively numbered seals in substitution of duplicate seals. Correspondence has brought out the fact that many roads have recognized enough virtue in a system of consecutively numbered seals to equip their lines with it, while on the part of others there is a great diversity of opinion as to its value and whether or not it would afford any better protection. Whether this opinion is based on opinion alone or persistent economy, should be demonstrated by roads that have used it.

The principal argument advanced by the railroads against such a change is that car pilferers would be no respecters of what kind of a system was used, providing the attraction behind the door was strong enough to prompt a theft. While this is true, it is also true that if a seal be broken, it is of vital importance that a record be made of that fact.

The use of consecutively numbered seals would compel careless railroad employees to record each and every resealing, as an omission of this duty would show a break in the records and would therefore be apparent in every case. This cannot be said of the duplicate system, for such a system permits resealing without recording and omissions without danger of detection.

One must realize that to change the sealing system of any large railroad would require an immense amount of labor, time and expense; therefore it is not to be expected that any railroad would change its sealing system on a mere resolution or suggestion from any association without a most thorough investigation. However, only two roads

receiving our resolution have really refused to consider any change, i. e., the Pennsylvania and St. Paul Railroads, but I am still in correspondence with them and have hopes that they will reconsider their decisions. Two other roads have agreed to act, and one promised to install the consecutive system in its Chicago inspection yard and would take the installation of the whole line under consideration. Another road is experimenting with a combination lock and seal and will make its decision in the near future. Others have our resolutions in hand and have asked for further information, consequently I cannot give you their attitude in this report. I am confident experiments that are being made along these lines will result in some surprising changes in the sealing systems during the coming year, as this matter seems never to have received serious consideration before.

Liability of Railroads on Grain Delayed in Transit—The Board of Directors of this organization, at a meeting held in Chicago, December 1st and 2d, instructed the Secretary to secure copies of as many claims as possible, relative to delayed shipments, which was done and submitted to a competent attorney for the purpose of securing an opinion that would give our members information as to the responsibility of the common carriers. This opinion has a place on the program to be read and discussed later.

Meetings of the Advisory Committee—This committee has been very active during the past eight months holding meetings in St. Louis, Memphis, Cairo and Peoria. The results of the meetings in St. Louis and Memphis have been very satisfactory to the committee, and I believe will meet with the general approval of our members.

A detailed report of the work of the committee will be made by the chairman, and I believe you will decide great credit is due the Advisory Committee for the very effective work it has done.

Grain Car Equipment Committee—Few of you can realize the great importance of the work of this committee. When you take into consideration the committee has undertaken to convince the railroads of this country that there should be an improvement in their grain car equipment, you will begin to comprehend the proposition is a huge one.

The committee has been able to interest the railroads which we believe will result in a decided improvement in grain cars which will tend to help solve the shortage question.

It is unnecessary for me to dwell on this subject, as the chairman's report will be made later and I am positive it will meet with the hearty approval of this convention.

Committee on Grain Improvement—This is a new committee appointed at Minneapolis last October for the purpose of informing themselves in regard to the improvements going on in the culture of grain.

I feel very confident when the chairman of this committee makes his report that you will decide the committee has given the matter very thorough thought, and if their suggestions are acted upon, it will materially increase the production of the various cereals, and it is hoped that this convention will profit by the good advice of this committee.

Constitution and By-Laws—At a meeting of the Board of Directors, held in Chicago, December 1st and 2d, the President appointed a committee to revise the Constitution and By-Laws, to be submitted to the Directors for their approval, which was done during the month of March and met the approval of the Directors, therefore the amended Constitution and By-Laws have been in effect since that time as provided by the old Constitution, and all affiliated associations were notified according to our rules. The present Constitution and By-Laws, which will be reported by the chairman of the committee, must be adopted by this convention or rejected.

Police Protection of Terminal Railroad Yards—The work that has been done by the Advisory Committee and the strenuous efforts of the various weighing departments in bringing this question before the interested railroads, has been the means of materially decreasing the amount of stealing done.

Petty thieving, to some extent, still exists in terminal markets, but on account of the many arrests and convictions during the past year, the shipper's grain to-day is safer than ever before when standing on terminal side-tracks.

Adoption of National Trade Rules by Various Exchanges—At the last annual meeting a motion was made and carried instructing the Secretary to correspond with the Boards of Trade and Exchanges of the country, with a view of having them adopt the trade rules of the Grain Dealers' National Association, but the idea was not concurred in by the various Exchanges for the reason that most markets do a speculative business in addition to handling cash grain, and the trade rules

(Continued from page 690.)

of this organization were not considered sufficient to cover both branches of the business. These rules have been highly commended by all the prominent markets, and most of the state associations have adopted them. Membership—The Buffalo Grain Dealers' Association and the New England Grain Dealers' Association have recently affiliated with this organization, which only leaves one state organization outside of the national. The state associations affiliated are:

	No. of Members.
Ohio	292
Indiana	281
Illinois	621
Iowa Grain Dealers' Ass'n.....	413
Grain Dealers' Union S. W. Iowa and N. W. Missouri.....	160
Kansas	255
Texas	136
So. Minnesota and So. Dakota.....	236
Oklahoma and Indian Terrs.....	150
Michigan	51
Wisconsin	60
North Dakota	30
Buffalo Grain Dealers' Ass'n.....	23
New-England Grain Dealers' Ass'n.....	148

Total affiliated members.....	2856
The regular membership including brokers and receivers in the different markets is.....	308
Making a total individual membership of.....	3164
New regular members during the year.....	60
Transferred from state associations	3
Total	63
Withdrawals	1
Suspensions	10
Net Gain	53
Number affiliated members last report	2285
Number regular members last report	255
	2540 2540

Total net gain for year..... 624
Finances—We have less money on hand than was reported at the last annual meeting for the reason that dues are collected semi-annually in advance, January and July 1st, therefore you will realize we could not have much cash on hand so near to July 1st, but plenty to meet all expenses if all delinquents were paid up.

In conclusion will say the increase in membership in the past eight months compares very favorably with that of other years although the field gradually grows smaller and more difficult to reach.

Association sentiment is growing in the East and South, and the prospects are brighter than ever before in interesting the Southeastern trade.

On account of the active work done by the various committees it has not been necessary for me to make a lengthy report, and the past year has demonstrated that it is very necessary for each committee to do its work well, because of the large field we cover.

The National Association is one of the largest commercial bodies in existence today, and will in the future wield a mighty influence in bringing about reforms.

In the future every applicant for membership in the National Association should be subjected to careful investigation, in order that no firm be admitted unless they are responsible and stand for good business principles. By following a policy of this kind it will be possible to build up a membership that represents honesty, business integrity and a positive warning to the business world that this organization stands for honest methods.

SECRETARY'S FINANCIAL STATEMENT.

From Oct. 1, 1903, to June 20, 1904.

RECEIPTS.	
Balance on hand Oct. 1, 1903	\$ 927.29
Dues collected	2,778.98
Membership fees collected	600.00
Profit on Blue Book.....	519.32
Rebate on mileage.....	37.86
Refund of deposit to Western Passenger Association	17.00
Arbitration account.....	80.00
	\$4,960.45
DISBURSEMENTS.	
Postage	\$ 329.72
Office supplies.....	28.48
Salary account.....	501.27
Telegrams	17.75
Rent	311.50
Printing and stationery.....	247.52
Secretary's traveling expense.....	429.72
Visitors' entertainment.....	36.90
Office furniture.....	30.00

Secretary's salary.....	2,150.00
Express charges.....	78.95
National Board of Trade expense	183.70
Secretary's bond.....	10.00
Convention expenses.....	63.85
R. R. fares and expenses of committees.....	212.03
Office expense.....	51.51
President's expense.....	130.05
Donation to Bacon Committee on Interstate Commerce	25.00
	\$4,837.95
Cash on hand June 20.....	122.50

\$4,960.45

Upon motion the meeting adjourned to 7:30.

Register Now.

WHEN you register at the G. D. N. A. headquarters, Plankinton Hotel, you will be given an envelope containing three tickets and an official badge admitting you to the trading floor of the Chamber of Commerce and to the meeting hall.

Also an invitation to inspect one of the largest flour mills of the Northwest.

REGISTER NOW.

For Sale.

Local grain elevator and feed mill, together with valuable railway site, for sale at \$20,000. Plant averaging over 50 per cent. net profits annually on this valuation. Reason for selling, desire engaging in much larger business. See or write F. N. Hendrix, 603 Guaranty Loan Bldg., Minneapolis, Minn.

Machinery Men in Attendance.

R. Hoppin of the Allis-Chalmers Co., F. M. Smith and A. F. Shuler, representing the Huntley Mfg. Co.

Information Free.

If you want anything just stop one of the local committee wearing a badge marked "EXECUTIVE COMMITTEE," or "RECEPTION COMMITTEE."

A Starry Record.

The head waiter, J. J. Miles, of the Plankinton Hotel, feels that another star of glory has been added to his already starry record of service in being able to serve this notable gathering of grain dealers.

He has waited upon McKinley, Blaine, and when Roosevelt visited Milwaukee it was Miles son who served him.

McCord's Grain Exhibit.

The exhibit of Minneapolis grades of grain as received from the country by T. M. McCord & Co., is very interesting and merits a visit. It consists of 19 samples of barley, 7 of winter rye, 1 of spring rye, 1 wild mustard, 1 speltz, 2 macaroni wheat, 13 hard spring wheat, 2 soft spring wheat, 7 oats, 7 corn.

The exhibit is in charge of J. F. Swart.

THE LAKE EXCURSION.

If you want to have a thorough enjoyable ride on Lake Michigan a see the beautiful Cream City from the lake go on the real treat of the occasion—the lake ride on Friday afternoon.

The Pere Marquette Steamship Co., has tendered the use of its flagship "Pere Marquette 18" which will be at the Grand

Ave. bridge promptly at 2 P. M. Friday. Gimbel Bros, having tendered the use of their dock.

Clauder's Brass Band of 40 pieces will furnish the music.

A Dutch lunch will be served, and everyone will be given a view of Milwaukee Bay.

Do not miss it.



PERE MARQUETTE No. 18.

Arrivals.

In addition to the names published in the Daily Journal yesterday morning the following arrived yesterday:

BALTIMORE: Eugene Blackford, Jr.

BOSTON: Jay Chapin.

BUFFALO: T. J. Stofer, S. W. Yantis, J. H. Rodabaugh.

CHICAGO: F. E. Winans, F. M. Bunch, F. D. Stevers, F. G. Coe, John F. Wright, J. R. Leonard, A. E. Wood and wife, W. M. Hirschy and wife, F. D. Austin, W. N. Anderson, Sam Finney, J. M. Maguire, F. J. Delaney, J. G. Walters, Ben L. Coolidge, Ed Hymers, N. Lederer, Oscar Ruh, E. C. Butz, H. C. Hatterscheid, J. W. Radford, Gordon Hannah, C. D. Dillin, J. B. Kilpatrick, Jas. Pettit, Geo. White, V. E. Saveland, S. P. Arnot, Jack Howard, H. C. Tait, D. I. Van Ness, G. W. Ehle, E. G. Cool, W. M. Timberlake, D. W. Burry, J. G. Woodman, John J. Leonard, H. A. Rumsey, I. P. Rumsey, E. W. Burdick.

CHICAGO: L. Everingham, J. N. Weinand, E. G. Osman, Jno. E. Bacon, Wm. Christie, H. N. Paynter, Geo. D. Chason.

ILLINOIS: Jas. Bruce, Marseilles; Geo. Beyer, Decatur; M. G. Merritt, Dwight; M. J. Hogan and wife, Seneca; G. H. Hubbard, Mt. Pulaski; T. E. Condon and wife, Pesotum; F. Holzman, Grant Park; C. A. Burks, J. F. Sprague, H. W. Hudson, F. L. Evans, R. C. Roberts, Decatur; J. A. Wesch, Arcola; C. C. Miles, Peoria; A. G. Tyng, Peoria.

ILLINOIS: H. L. Bracken, Rossville; W. H. Hutchins, Farmer City; T. D. Hanson, Villa Grove.

INDIANA: J. W. McCordle, New Richmond; C. G. Egley, Berne; W. H. Cooper,

Indianapolis; Jno. B. Ross and W. W. Alder, Lafayette; Cloyd Loughry, Monticello; E. L. Harris, Greencastle; E. Taylor, Montmorenci; A. G. Bower, Brook; J. M. Bradford, Winamac; Robt. Bell, Lafayette.

INDIANA: Mrs. S. B. Sampson, Indianapolis; Robert Bell, Lafayette.

IOWA: K. A. Harper and wife, Van Horn; F. A. H. Greulich and wife, Keystone; J. W. Johnson and wife, Newhall; F. E. Decelle, Sioux City; H. Hahn, Lemars; Jay A. King and wife, Miss Flossie King, Nevada; S. J. Clausen, Clear Lake; Frank Landers, Decorah; P. A. Cummings, Rock Valley; J. W. Cheek, Des Moines; Ben L. Coon, Des Moines; W. R. Morgan, Des Moines; B. A. Lockwood, Des Moines; A. Brackney and wife, Clemens.

IOWA: J. E. Knudson.

OHIO: J. W. McCord, Columbus; F. O. Paddock, Toledo.

ST. LOUIS: F. H. Tedford, C. R. Albers, M. B. Murray.

KANSAS: R. B. Nelson, Topeka; E. A. Fulcomer, Belleville; W. S. Washer, Atchison; H. A. Carleton and wife, Cawker City.

KANSAS: A. H. Bennett, Toneyka.

KANSAS CITY: J. E. Rahm.

MEMPHIS: Chas. D. Jones.

KANSAS CITY: A. R. Pierson, Alfred Hertz, Geo. H. Davis, F. P. Lint.

MICHIGAN: M. G. Ewer, T. W. Swift, C. E. Patterson, H. N. Cronkhite, Battle Creek; W. E. Sheldon and wife, Jackson.

MINNESOTA: H. J. Hollister, Lakefield.

MINNESOTA: F. W. Eva and wife, St. Paul; J. N. Barnard, Minneapolis; Wm. Windhorst, Olivia; L. N. Loomis, Minneapolis; L. J. Hurlbut, Rushford.

MISSOURI: L. F. Marlens, St.

Charles; M. F. Dunlap, O'Fallon; C. A. Wilder, Laddonia; Wm. Burke, St. Joseph.

NEW ORLEANS: Jno. C. Fears.

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48¾]

[48¾

Corn 48¾/4

	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars	Amount	Dollars							
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302	2	63	402	3	50	502	4	37	602	5	24	702	6	11	802	6	98	902	7	85	2000	17	41
303	2	64	403	3	51	503	4	38	603	5	25	703	6	12	803	6	99	903	7	86	3000	26	12
304	2	65	404	3	52	504	4	39	604	5	26	704	6	13	804	7	00	904	7	87	4000	34	82
305	2	66	405	3	53	505	4	40	605	5	27	705	6	14	805	7	01	905	7	88	5000	43	53
306	2	67	406	3	54	506	4	41	606	5	28	706	6	15	806	7	02	906	7	89	6000	52	23
307	2	68	407	3	55	507	4	42	607	5	29	707	6	16	807	7	03	907	7	90	7000	60	94
308	2	69	408	3	56	508	4	43	608	5	30	708	6	17	808	7	04	908	7	91	8000	69	64
309	2	70	409	3	57	509	4	44	609	5	31	709	6	18	809	7	05	909	7	92	9000	78	35
310	2	71	410	3	58	510	4	45	610	5	32	710	6	19	810	7	06	910	7	93	10000	87	05
311	2	72	411	3	59	511	4	46	611	5	33	711	6	20	811	7	07	911	7	94	11000	95	76
312	2	73	412	3	60	512	4	47	612	5	34	712	6	21	812	7	08	912	7	95	12000	104	46
313	2	74	413	3	61	513	4	48	613	5	35	713	6	22	813	7	09	913	7	96	13000	113	17
314	2	75	414	3	62	514	4	49	614	5	36	714	6	23	814	7	10	914	7	97	14000	121	87
315	2	76	415	3	63	515	4	50	615	5	37	715	6	24	815	7	11	915	7	98	15000	130	58
316	2	77	416	3	64	516	4	51	616	5	38	716	6	25	816	7	12	916	7	99	16000	139	29
317	2	78	417	3	65	517	4	52	617	5	39	717	6	26	817	7	13	917	7	00	17000	147	99
318	2	79	418	3	66	518	4	53	618	5	40	718	6	27	818	7	14	918	7	01	18000	156	70
319	2	80	419	3	67	519	4	54	619	5	41	719	6	28	819	7	15	919	7	02	19000	165	40
320	2	81	420	3	68	520	4	55	620	5	42	720	6	29	820	7	16	920	7	03	20000	174	11
321	2	82	421	3	69	521	4	56	621	5	43	721	6	30	821	7	17	921	7	04	21000	182	81
322	2	83	422	3	70	522	4	57	622	5	44	722	6	31	822	7	18	922	7	05	22000	191	52
323	2	84	423	3	71	523	4	58	623	5	45	723	6	32	823	7	19	923	7	06	23000	200	22
324	2	85	424	3	72	524	4	59	624	5	46	724	6	33	824	7	20	924	7	07	24000	208	93
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326	2	87	426	3	74	526	4	61	626	5	48	726	6	35	826	7	22	926	7	09	26000	226	34
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332	2	93	432	3	80	532	4	67	632	5	54	732	6	41	832	7	28	932	7	15	32000	278	57
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338	2	99	438	3	86	538	4	73	638	5	60	738	6	47	838	7	34	938	7	21	38000	330	80
339	2	00	439	3	87	539	4	74	639	5	61	739	6	48	839	7	35	939	7	22	39000	339	51
340	2	01	440	3	88	540	4	75	640	5	62	740	6	49	840	7	36	940	7	23	40000	348	21
341	2	02	441	3	89	541	4	76	641	5	63	741	6	50	841	7	37	941	7	24	41000	356	92
342	2	03	442	3	90	542	4	77	642	5	64	742	6	51	842	7	38	942	7	25	42000	365	62
343	2	04	443	3	91	543	4	78	643	5	65	743	6	52	843	7	39	943	7	26	43000	374	33
344	2	05	444	3	92	544	4	79	644	5	66	744	6	53	844	7	40	944	7	27	44000	383	04
345	2	06	445	3	93	545	4	80	645	5	67	745	6	54	845	7	41	945	7	28	45000	391	74
346	2	07	446	3	94	546	4	81	646	5	68	746	6	55	846	7	42	946	7	29	46000	400	45
347	2	08	447	3	95	547	4	82	647	5	69	747	6	56	847	7	43	947	7	30	47000	409	15
348	2	09	448	3	96	548	4	83	648	5	70	748	6	57	848	7	44	948	7	31	48000	417	86
349	2	10	449	3	97	549	4	84	649	5	71	749	6	58	849	7	45	949	7	32	49000	426	56
350	2	11	450	3	98	550	4	85	650	5	72	750	6	59	850	7	46	950	7	33	50000	435	27
351	2	12	451	3	99	551	4	86	651	5	73	751	6	60	851	7	47	951	7	34	51000	443	97
352	2	13	452	3	00	552	4	87	652	5	74	752	6	61	852	7	48	952	7	35	52000	452	68
353	2	14	453	3	01	553	4	88	653	5	75	753	6	62	853	7	49	953	7	36	53000	461	38
354	2	15	454	3	02	554	4	89	654	5	76	754	6	63	854	7	50	954	7	37	54000	470	09
355	2	16	455	3	03	555	4	90	655	5	77	755	6	64	855	7	51	955	7	38	55000	478	79
356	2	17	456	3	04	556	4	91	656	5	78	756	6	65	856	7	52	956	7	39	56000	487	50
357	2	18	457	3	05	557	4	92	657	5	79	757	6	66	857	7	53	957	7	40	57000	496	20
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359	2	20	459	3	07	559	4	94	659	5	81	759	6	68	859	7	55	959	7	42	59000	513	62
360	2	21	460	3	08	560	4	95	660	5	82	760	6	69	860	7	56	960	7	43	60000	522	32
361	2	22	461	3	09	561	4	96	661	5	83	761	6	70	861	7	57	961	7	44	61000	531	03
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363	2	24	463	3	11	563	4	98	663	5	85	763	6	72	863	7	59	963	7	46	63000	548	44
364	2	25	464	3	12	564	4	99	664	5	86	764	6	73	864	7	60	964	7	47	64000	557	14
365	2	26	465	3	13	565	4	00	665	5	87	765	6	74	865	7	61	965	7	48	65000	565	85
366	2	27	466	3	14	566	4	01	666	5	88	766	6	75	866	7	62	966	7	49	66000	574	55
367	2	28	467	3	15	567	4	02	667	5	89	767	6	76	867	7	63	967	7	50	67000	583	26
368	2	29	468	3	16	568	4	03	668	5	90	768	6	77	868	7	64	968	7	51	68000	591	96
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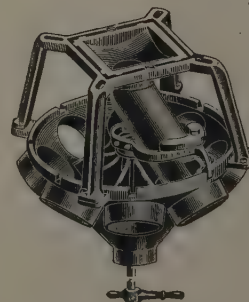
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The Ladies' Reception

The reception tendered the visiting ladies in the Colonial Hall at the Plankinton yesterday afternoon was a grand success.

Mrs. Rose, the wife of Milwaukee's mayor, graciously received the ladies.

Assisting her were Mesdames Geo. H. D. Johnson, J. W. Bass, E. C. Wall, Robert Krull, Patrick Cudahy, Clark Fagg, H. F. Franke, John Kern, F. J. Kipp, C. C. Rogers.

There were some exquisite gowns, but the many gentlemen who visited the room during the reception were not so attracted as to overlook champagne punch bowls.

The refreshments, champagne punch, nabisco wafers, lady fingers and macaroons were dainty and tempting.

The ladies of the Executive Committee deserve much praise for their management and the good comradeship which prevailed. They were Mesdames S. W. Talmadge, D. S. Rose, John Buerger, A. K. Taylor, C. W. L. Kassuba, M. G. Rankin, C. R. Lull, J. A. Mander, J. H. Crittenden.

An orchestra in the adjoining room provided a pleasing accompaniment to the conversation.

Among the grain dealers' wives who attended were Mesdames:

Franklin W. Arnold, Peoria.
Jennie M. Burns, Chicago.
C. F. Barnhouse, Upper Sandusky, O.
John Buerger, Milwaukee.
Mayme Buerger, Milwaukee.
C. A. Chapin, Milwaukee.
T. E. Corxdon, Pesotum, Ill.
A. F. Brenner, Minneapolis.
Wm. Brademacher and S. T. Beveridge, Richmond, Va.
H. Chisman, Cincinnati.
T. C. Crabbs, Crawfordsville, Ind.
Charles S. Clark, Chicago.
L. R. Doud, Indianapolis.

Frank R. Durant, Minneapolis.
M. G. Ewer, Detroit, Mich.
Baby Catherine Ewer.
F. W. Eva, St. Paul.
S. B. Frey, Chicago.
F. A. H. Greulich, Marion, Ia.
A. J. Flare, Champaign, Ill.
A. J. Platt, Leverett, Ill.
W. A. Forsarth, Hadley, Minn.
C. A. McCarter, Indianapolis.
H. H. Matthews, Geo. Martin, Major Moberly, Oklahoma City.
F. W. Linden, Chicago.
J. A. Loane, Baltimore, Md.
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Florence Kee, Monticello, Ill.
T. B. Wilkens, Washington.
Emily Sanger and Flossie King, Nevada, Ia.
Chas. Jones, Madison, S. Dak.
Geo. H. S. Johnson, Milwaukee.
J. W. Johnson, New Hall, Ia.
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E. A. Rippe, Madison, S. D.
H. Rippe, Fairmount, Minn.
G. A. Stibbens, Chicago.
R. C. Sherwin and S. B. Sampson, Indianapolis.
G. H. Schroeder and W. E. Sheldon, Jackson, Mich.
T. W. Swift, Battle Creek, Mich.
A. K. Taylor, Milwaukee.
H. C. Timm, Milwaukee.
Bennett Taylor, Lafayette, Ind.
S. S. Tanner, Minier, Ill.
W. M. Timberlake, Chicago.
W. A. Townsend, Milwaukee.
Geo. A. Wells, Des Moines.
C. A. Williams, A. E. Wood and J. A. Warren, St. Louis.
M. L. Vehon and Zehnpfennig, Chicago.
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G. A. Hax, Baltimore, Md.
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GRAND AVENUE BOULEVARD, MILWAUKEE.

Wednesday Evening Session.

The President: Gentlemen, the convention will please come to order. Again the Republican convention at Chicago has caused us to substitute, a substitute for Mr. Rogers, and I take pleasure in introducing to you Mr. G. D. Goff of this city who will address you upon the subject of Commercial Integrity.

Commercial Integrity.

Mr. Chairman, Ladies and Gentlemen:
I did not feel and experience a sense of appreciation for this privilege of meeting you on this occasion. You cannot but join with me in regretting that Senator Rogers, who is so well fitted to talk to you on commercial integrity, cannot be present. If he were here he would charm you by his presence, and in his own happy way extend to you the cordial greetings of our city.

The prosperity of our people depends not upon our counting houses and overflowing granaries, but upon our intelligent, generous and great-minded citizens. Our stability as a nation, our moral standing as a people, is due to the individual men and women of our common country. Government in the long run is no better than the people governed—not always as good, but the American people are intelligent, just and fair. They are clear in conscience, good in morals, liberal in thought, generous in action—they try to govern themselves honestly and their Code of Life makes for Human Hope. The range of human life is limited and very few of us have the opportunity to be exceptional and great, but we all have the opportunity to be true, honest and upright. We have learned to know that we each have our obligations to discharge, that we are just as much trustees as we are beneficiaries and that man to-day does not live for self alone, that he lives for the good of others as well as for himself. To live by these principles is after all the truest happiness, the only virtue.

In addressing a commercial gathering like this, it is meet and proper to acknowledge the supremacy of commercial ideas in all of the world's affairs. There was never a time in the history of mankind when these things were more potent for good or evil, or more

far-reaching. It is perhaps because the commercial spirit of the age is credited with so much of the mischief that is believed by many to be the canker at the root of our progress. Surely if this charge be true, commercial responsibility, from whatever point approached, is greater than ever before, and yet, it should not be forgotten that it is written in all history that commerce has been not alone the avault courier of civilization but the hand-maid of religion and the Bible. From the earliest day, when commercial charters led the British Colonists to our Atlantic shores, and the peltries of Wisconsin's forests tempted the fur trader and the trapper, the pilgrim and the cavalier, each brought the Christian Bible, and the trapper's companion was the missionary priest.

The world has not grown worse by becoming civilized, but the transitions from the simple life among the pioneers to complexity as we now see it in our great cities, puts a heavy strain upon human nature, and it is well not to forget in self-gratulation that progress may not always mean improvement. It may not mean improvement at all unless it comports with the old principles of private rectitude and morality, principles by the light of which we have never feared to live from the earliest days of our national history.

The typical American citizen is, after all, the American business man, and it is one of the conceits of the age to deplore our politics and laud our commercial prosperity. The representative business man, as we find him to-day, is too often the basis of bad citizenship; because he is too much absorbed in his own pursuits to take proper interest in civic duties. He is, therefore, too often the source of corruption because, as a rule, political evils strike first in high places. If the business man has failed in politics, it is because of his bad citizenship. The commercial spirit is the spirit of profit, not civic pride, of credit, not honor, of individual gain, not national advantage of trade, not principle.

"Graft" is the modern term for the methods by which much of the private as well as public business of the present day is conducted. It expresses itself in commissions, in rebates, in reduced rates to favored persons. It is human greed. It is not, therefore, surprising that business men, when they obtain privileges from public officers, should naturally deal with them as they deal with each other. The public officer has learned to expect to be thus

dealt with, and what would be a rebate or commission in commercial life, becomes, when a public officer is a party to the transaction, bribery or conspiracy. In a sense, "graft" is commercialism run wild; it is a reckless outgrowth of the modern method of doing business. Its source is in the fact that men are not honest in business, and the effects permeate our entire public and private life. In the eyes of too many business men to-day, a bribe is a bad thing to take but not so bad a thing to give. To take it is wrong, to give it compulsory, to meet the conditions for which competition is responsible. It is the spirit that demands something for nothing, the feeling that we must be rewarded to do our duty. There is no difference between the tip that brings us good service and the influence that puts a corrupt politician into office, none between a labor boss and a boss of railroads, only that one controls muscle and the other money. The bribe paid the policeman to do his duty is the little sister of the bribe paid the alderman to give a long term franchise without full return to the public, and the prolific parent of the "high moral purpose" to "get there," which to-day acts as so many of our men in public life.

There is no need, necessarily, for discouragement and there is hope, born of the fact that the people really prefer and want good government. It is necessary, however, to enlighten and purify public sentiment constantly and to unite good people in sensible ways and active measures. Then the men who are willing to sell their political birth-right for a mess of commercial potage will not thrive and will not have influence in the right thinking communities. When the people are brought face to face with the needs of their government they will rebuke dishonesty towards the public life, as each citizen will rebuke it towards himself. The man of wealth must move closer to the man of muscle, each must become better acquainted with the demands and wants of the other and with their separate supplies and needs as well, and then both will discriminate more equitably between right and wrong and neither will follow obediently and blindly either the dictates of greed or the orders of the boss. When the great mass of the people know the right and desire it, then, and only then, will commercial integrity and political purity be achieved.

To achieve this requires individual work, because all progress depends essentially upon the individual. It is with the individual that the responsibility primarily rests and it is on the individual that the benefits of such effort will be finally bestowed. If the individual becomes what he should, if as citizen and business man, we make ourselves what we ought to be, we will thereby gradually improve society at large. A nation can have only the qualities of the individuals who compose it, be they good, bad or indifferent, and it is true as the poet tells us,



WHITEFISH BAY RESORT—WHERE THE LADIES WILL SPEND FRIDAY MORNING.

"If every one would see
To his own reformation,
How very easily
You might reform a nation."

The civilization of a people is the mirror of their aggregate integrity and standards, but responsible for everything that inspires and promotes progress in the history of a people is personal freedom, individual liberty. It is almost a truism to say that individual liberty is the source of popular government, such as we practice and think we enjoy in this country. We hear it asserted on all sides "That all men are by nature equally free and independent." "That all men are born free and equal and have certain natural, essential and unalienable rights." Without attempting to denote this personal liberty, we know that the enjoyment of it has given to all men what we consider to be a "fair field and no favor," that it has ennobled character and developed religious and intellectual advancement; that it has inspired the builders of this republic with a strong, healthy national thought and that it has made possible the marvelous commercial and industrial development of these great states. It has been said that

"It is individual liberty, not class liberty, not corporation liberty, not guild or society liberty that our fathers fought for and established on this great continent, the right to our homes, the right to go and come, the right to worship God according to the dictates of your own conscience, the right to work or not to work, and the right to be exempt from interference by others in the enjoyment of these rights; the right to be exempt from the tyranny of one man or of a few; the right so to live that no man or set of men shall work his or their will upon you against your consent. This is the liberty worth living for. It is a liberty worth dying for and it was this blessed inheritance that has come to us from the fathers."

In considering the question of our commercial standards, we must not forget that each age is busy with its own problems and that they are never presented just as the world has known them before. Evolution is constantly doing its work, and we can believe that in the end all will be good, as we must now try to believe that all things whatsoever are conspiring to a purer and a more perfect world.

As an illustration of a great present day problem, an old problem in a new form, take the recent decision against the so-called "merger" of three great railway systems. That decision, much as has been said of it, does nothing but stop the irresistible movement towards transcontinental railway systems. The court says that the projected combination was illegal, that it is the spirit of our laws not to give the same master hand to manipulate and transform into one company all the railroads of the nation. If Mr. Hill, as an individual, had bought all the stock of all three systems, the courts could not have deprived him of his ownership. A legal way will undoubtedly be found to accomplish the purpose desired. The decision was wholesome in that it upheld the law. It is a principle by no means restricted in its application to railways, or even to corporations. The tendency of the age is toward consolidation. It has been said that the "trust" is a defensive contrivance, that it is the weapon of the property interests to defeat the recent economic legislation aimed at corporations in both the state and the nation. Advocates of this view doubt the wisdom and patriotism of those who oppose such combinations. It has also been said that the "trust" is one of the penalties of a surplus; that they are the results of over-production and abundant wealth; that when we were perplexed with a deficit, we were not bothered with "trusts."

Increasingly complex social and commercial organizations demand such swift development of new and such rapid readjustment of old principles to new facts that very few men are able to take the time necessary to fully comprehend the significance and magnitude of these kaleidoscopic transition. It is, therefore, not to be wondered at that such conditions cause friction.

Fifty years ago the railway forced the stage out of business and the stage driver had to seek new employment. But if it were still necessary to travel or ship freight over a half dozen different strap-rail roads to get to New York, the inhabitants of Wisconsin would be few and log houses many.

It is not necessary to point with alarm at the growth of socialistic doctrines. It is much more to the point to say that the man who denounces these new doctrines because of his fears for the safety of property, needs to be very careful that he is not himself reckless of his methods in the high-pressure rush for material success. We must be careful that by our own examples and practices we do not tempt the very dangers that we affect the most to fear.

New problems demand nothing extraordinary, nothing really difficult. They are

only the old problems of life in larger form. They affect more people only because there are more people to be affected. The remedies that must be applied; that will be applied, sooner or later are merely the remedies that are demanded by justice and the Golden Rule. "Thou shalt not steal." "Thou shalt not bear false witness against thy neighbor." These are still important portions of the Decalogue, and when they are placed and full recognition in modern business and politics as well, they will stop stock-watering and go away with the coarser and smaller "grating" in municipal and national affairs.

The stream will not rise above its source. Politics and public life will not be more pure than commercial life, for in this day, commercial interests are the largest and most dominating factor in politics. The question naturally arises, when we admit necessity for reform, what is the responsible cause for this low state of integrity? The commercial and industrial combinations are, to a great degree, responsible. The modern combination is entirely industrial and largely commercial. It is also impersonal. It has no soul to damn; no divine spirit to exalt. Its primary object is to control trade and commerce in given articles of production, and substitute a more or less perfect monopoly for a more or less free competition. It changes entirely the basic principle of commercial relation between man and man because heretofore we have relied upon competition to protect the people in their trade relations; believing that it would compel each man to respect the inherent rights of his competitor. We have relied upon the beneficent law of competition all along the line. The working man has relied for fair wages upon compelling laws and the employer for fair services upon competition among working men. But local competition is coming to an end and combinations organized to compete in the world's greater fields are rapidly taking its place. The producer, the carrier, the middleman and the tradesman are all combining and no one can foretell where this process will end. Competition is the economic force in our affairs which we must save so far as possible if we would avoid those evils which must surely follow its destruction. But how far local competition can be preserved is a grave problem. Immense sums of money in private hands to-day make it possible for single individuals to undertake enterprises that could only have been dreamed of by governments but a generation or two ago. If competition cannot, in a measure, be preserved and our economical machine be kept more evenly balanced, then money and not manhood is likely to become sovereign in American life.

If a nation is to be free, its citizens must have higher aspirations and truer ideals than to acquire those things which make alone for physical and bodily comfort. Men who are not their own masters in private and commercial life, are not the citizens to make a great and successful state. A nation of free-men must be a nation of high-thinking intelligent men, capable of self-government and sufficiently self-reliant to work out their own salvation. Men who make money the chief thing of existence are not the men who will devote their lives, and if need be shed their blood, for their country. The men who have died for principle's sake and in defense of their homes were their own masters, accustomed always to taking the initiative in all they thought and did. We must stand for the development and the protection of the individual lest the combinations of the present day lead to socialism rampant and triumphant. Individualism has ever been a jealous mistress, but she has taught the nations the lessons so essential to their woe as well as their material advancement. We cannot afford to barter our manhood as a people, for the golden gifts of a sordid world. The business man, the man who would prac-

tice commercial integrity because he expects it from others, must have high civic and moral ideals. In conceding the advantages of better standards and more exalted purposes, it is not necessary to admit ourselves as being hopeless groundlings. I do not ring the alarm. I would merely call on men of integrity like yourselves, whose weight and influence is great, to realize that the responsibilities of success are greater than those of failure. The man who has much owes more to the world than the man whose abilities and opportunities are small, and, as a rule, in the long run the permanent rewards are to merit alone. History buttresses this statement as to nations as well as men. It is well to remember this lesson in all of the relations of everyday life.

Civic honesty and commercial integrity can be achieved only by losing self in a moral ideal. The ideal is imaginary and is perhaps unattainable, but the highest type of excellence is never reached without it. Unconsciously we create the mental image of what our work is to be, but to do good work, we must never forget that our best efforts are but an imperfect expression of what we would do. The idealist must have the idea, the fixed purpose, to accomplish his aim, and then every possible future is opened to him, if he be just, true, worthy and honest even in little things.

No man, in or out of business, can be true to himself who is not true to pure and fine ideals. Courage, honesty, self-reliance, not satisfaction, sympathy and respect for the great problem of human life are certainly the essentials of commercial integrity. The man who possesses such elements will find the truth in his business relations and contribute a little towards the betterment of human affairs. As citizens and men engaged in commercial pursuits, ours is the obligation of Noblesse Oblige. From us much is expected; from us much will be received, if we live honorably, deal honestly and always do our duty in the succession of little and great things. If I should be permitted to name the most resplendent ideal in the life of a business man, I would unhesitatingly answer, Love of Duty. After all is said, after all is done, when the play is over and the player gone, duty alone remains, not success for its own sake but the doing justice between man and man, our brother and the stranger within the gates. There is nothing heroic in discharging one's duty; the incentive will often be lacking and at times it will cost us the admiration and respect we crave, but if we have faith in common chances, be content with our share and our part in the common hope, be true to the highest ideals, our lives will be worthy of record, even though they remain unwritten.

The President: I want to say that we

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owe Mr. Goff a vote of thanks for the fine effort that he has made. It was one of the finest papers I have listened to for many a day.

Capt. I. P. Rumsey: Mr. President, it is a great satisfaction and delight to me to have the privilege of moving a vote of thanks for that paper, which is one of the finest I have ever listened to, the true principles of an American and of a true citizen, and I move you, Mr. President, that we make it a rising vote of thanks for the paper.

The President: It is moved and seconded that a vote of thanks be made for the paper. All in favor, please rise.

The motion was carried unanimously, all rising.

Mr. Goff: I thank you very much.

The President: I presume you have all noticed this mammoth (referring to a gavel which he held in his hand.) It is called a gavel. I do not know whether it is intended for a joke or not, but I want to say to the party who sent it that I am very much obliged. I may have occasion to use it. This is what he writes:

"H. S. Grimes: My dear sir: Please accept this mallet, for the use of this and succeeding conventions. It is made of wood from the first tree M. F. Dunlap chopped down when his father and uncle set up their saw mill on Cedar river. It is heavy enough to knock down motions or resolutions. If it is necessary to turn the screws on the convention, I am willing to lend my screw driver again."

The President: You will remember, this morning I had a screw driver I borrowed from somebody. (Continuing to read.) "This mallet is guaranteed not to hurt presiding officials, if used with good judgment. It is gentle.

"Yours respectfully,

"SCREW DRIVER."

(Laughter and applause.)

The President: We have a very goodly number here this evening, although I am very sorry we had not more to hear Mr. Goff, and have not more to hear the report from the Advisory Committee. That is the next item on the program, and, gentlemen, I take great pleasure in introducing to you Mr. Wells, chairman of the Advisory Committee, who will now proceed to make his report.

Mr. Wells then read the Report and six resolutions, five of which were adopted. The fifth after lengthy and animated discussion, was laid on the table. The sections of the report adopted are as follows:

Annual Report of Advisory Committee.

Mr. President and Gentlemen:

It might be well to explain that the Advisory Committee is composed of the Secretaries of all the affiliated Grain Dealers' Associations, thus representing the states of

Ohio, Indiana, Illinois, Michigan, Wisconsin, South Minnesota and South Dakota, North Dakota, Iowa, Kansas, Oklahoma and Indian Territory and Texas, Nebraska being the only state Grain Dealers' Association not included in the affiliation, a fact that we regret, because we need the co-operation and influence of the Nebraska Grain Dealers' Association in this work.

OBJECT AND PURPOSE OF THE ADVISORY COMMITTEE.

The object and purpose of the Advisory Committee is to investigate methods and general conditions in terminal markets and if necessary to exercise the combined influence and prestige of the affiliated associations to the end that bad methods be improved and abuses corrected, also to turn on the "lime light," if so to speak, by giving the grain trade in general information of actual conditions as they exist with the idea in view that publicity will exterminate bad methods and abuses to a greater or less extent.

We realize that we have only made a small beginning in this work, but enough has been done to demonstrate that publicity and the influence of concerted action, if judiciously exercised, may be decidedly effective for good. Finding that it would be impossible for your chairman to take up the work in all the terminal markets of the country, we have thus far confined our efforts to the territory west of the Illinois and Indiana state line, which includes most of the surplus grain-producing states and within which are located the terminal markets of Duluth, Minneapolis, Chicago, Peoria, Cairo, St. Louis, Memphis, New Orleans, Galveston, Fort Worth, Kansas City, St. Joseph and Omaha. It is the plan of this committee that members of the different state associations report to their respective secretaries whenever they find anything that is irregular in their transactions in terminal markets and thus furnish the Advisory Committee with practical experience as a basis to work on.

Your chairman and members of this committee have visited some of the markets named at different times, going through elevators from top to bottom and making general investigation as to weighing facilities, etc., also through different railroad yards, and we find there are certain bad methods and abuses common in all terminal markets, and in this report we shall deal with these questions in a general rather than individual sense.

BOARDS OF TRADE AND COMMERCIAL EXCHANGES

All the markets named have organized Boards of Trade or Commercial Exchanges of greater or less pretension and assume more or less control of methods and conditions, and these organizations invariably reflect the character of their officers and members.

We mean by this that some Boards of Trade or Exchanges uphold certain standards of principle, integrity and discipline, adopt good rules and enforce them, while other Boards of Trade or Exchanges show a lack of consideration for good principles, exercise a weak discipline and adopt rules merely to allow them to go by default. We insist that when a Board of Trade adopts a rule, that rule should be enforced, amended or repealed and not allowed to remain in force and go by default. Well organized Boards of Trade or Exchanges and good government at their hands is a positive necessity at all terminal markets where grain is received on consignment and sold by sample to be unloaded at any one of several elevators or industries without the definite knowledge or instruction of the shipper.

Your committee, however, does not favor supervision of weights and inspection at small receiving points, where there is no consignment business and no sample trading and where the grain received is bought on

track and always unloaded at the elevator operated by the buyer.

Such markets, having Board of Trade organizations, usually the result of ambitious local pride rather than necessity, do not have a sufficient diversity of interests to build up the necessary discipline to insure an honest and judicious exercise of its functions and instead of being a benefit to the trade may become a cloak of rottenness, bad methods and abuses, and it is preferable that such buyers and such markets stand strictly on their own individual merits as to integrity and honesty regarding their business conduct. In this case the shipper knows to whom he sells and who is weighing and inspecting his grain and if the treatment he receives is unfair he may discontinue the business relations. While in the case of the larger market the shipper does not name the buyer nor the weigher and it would not be practical for him to do so.

Board of Trade supervision of weights should mean absolute and impartial control, otherwise the term Board of Trade supervision is a misnomer. The employees of the department should be absolutely in the employ of the department and receive all compensation therefrom.

The success and accuracy of the work of Board of Trade supervision is dependent entirely upon the quality and discipline of the organization.

The principal markets west of the Illinois and Indiana state line are now supervised as follows, to-wit:

	Weights.	Inspection.
Duluth	State	State
Minneapolis	State	State
Milwaukee	Cham. of Com.	Cham. of Com.
Chicago	Bo'd of Trade	State
St. Louis	Merchant's Ex.	State
E. St. Louis	M. Ex. & State	State
Kansas City	Bo'd of Trade	State
New Orleans	Bo'd of Trade	Bo'd of Trade
Memphis	Bo'd of Trade	Bo'd of Trade
Peoria	Bo'd of Trade	Bo'd of Trade
Cairo	Bo'd of Trade	Bo'd of Trade
Galveston	Bo'd of Trade	Bo'd of Trade
Ft. Worth	Bo'd of Trade	Bo'd of Trade
St. Joseph	Bo'd of Trade	Bo'd of Trade
Omaha	Bo'd of Trade	Bo'd of Trade

Your committee is quite well informed as to the comparative merits of the supervision of weights of the different markets named, but we conclude that it would not be the best policy for us to make individual criticism at this time, but rather to use every influence possible to secure improvement in those markets that are lacking in system and discipline. We might say, however, that we are not favorable to that so-called Board of Trade supervision that merely consists in having a loaded weigher who is the regular employee of the elevator.

Board of Trade supervision of weights is of comparatively recent adoption in St. Louis, East St. Louis, Kansas City, New Orleans and Memphis, brought about largely by the influence of Grain Dealers' National and affiliated Associations. The officers of the Boards of Trade, Exchanges and weighing departments of the markets named should be commended for the improvements made and the systems and discipline established, and in this connection we offer the following resolution, to-wit:

RESOLUTION.

Resolved, That the Grain Dealers' National Association, now in convention assembled in Milwaukee, this 22d day of June, 1904, do hereby express their appreciation of the disposition of the Boards of Trade and Exchanges of Kansas City, St. Louis, New Orleans and Memphis to improve the terminal conditions of those markets by establishing Board of Trade and Exchange supervision of weights, and whereas, the Board of Trade of Peoria is considering the question of supervision of weights, but so far as we know has not decided the question, therefore

Resolved, That we respectfully urge them to adopt and carry into effect a thorough

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Board of Trade supervision of weights in that market, that being the most and in fact the only method of supervision fully satisfactory to their patrons.

SHORTAGES.

Your committee have been prompted in making investigations of terminal conditions by the reports of shortages as between weights at shipping point and destination, and we have attempted to study the general causes for such shortages and if possible find a remedy therefor.

The causes for shortage in weights that we have discovered may be enumerated as follows, to-wit:

1. Defective scales at loading point.
2. Stealing from car before being sealed at loading point.
3. Leakage because of bad cooping of doors and windows.
4. Leakage because of decrepit condition of cars.
5. Stealage in transit and in railroad yards.
6. Stealage at transfer elevators.
7. Negligence when unloading in sweeping cars and cleaning up about the pits.
8. Suction chasts attached to legs or heads in terminal elevators.
9. Dockage.
10. Wilful stealage by the terminal weigher employed by the elevator company.
11. Bad order scales at destination.
12. Evaporation in transit in case of damp and heating grain.

We believe that the best foundation for a remedy of the causes for shortage is the establishment in the larger terminal markets of board of trade supervision of weights, with a competent weighing department composed of a weighing committee, chief weighmaster and assistants in charge surrounded by all the disciplinary influences possible as may be provided by co-operation of Board of Trade and Grain Dealers' Associations.

This supervision should extend so far as to absolutely control the installation and inspection of all scales, prohibit the use of all suction blasts, or any ceaning machinery that may give a possible opportunity to interfere with elevating all the grain in the car, to the scales, or in other words, no possible chance should be allowed to interfere with elevating all grain from car to scale in the construction of the elevators and spouts.

If the volume of business at an elevator is large and the deputy weigher at the scales does not have time to examine cars and see that they are properly sealed, then two men should be provided by the weighing department, one above and one below, one of which to read the weights on the scales and see that the grain on each car is all elevated on the scales and see that the grain in each car is all elevated and that the weighing facilities are in proper condition generally, while the second deputy should make a careful record of condition of cars and the car seals when they arrive, making detailed report of any leaks and see that cars are properly swept and that the grain is cleaned up about the pits between the unloading of each car.

With such an official systematic record of weights, conditions of cars and car seals at terminal markets, it only remains to show positive weights at shipping points to establish the liability of the railroad companies for loss in transit because of stealage or leakage.

There can be no question as to the liability of the railroad companies to shippers for loss of grain by leakage and stealage while in their possession, and shippers should insist that railroad companies pay them for such loss. In this connection we would also emphasize the necessity of having accurate shipping scales at loading points, and we would offer the following resolution, to-wit:

RESOLUTION.

WHEREAS, It is essential to have accurate weights at shipping points and that because of the inconvenience and expense for individual dealers to have scales regularly inspected, therefore

Resolved, That the Grain Dealers' National Association, now in convention assembled at Milwaukee, this 22d day of June, 1904, do hereby suggest to the different affiliated Grain Dealers' Association that they consider the idea of employing a scale expert on the co-operative plan to systematically inspect the scales of country grain shippers.

ELEVATOR SERVICE.

The modern, up-to-date, terminal elevator may be compared to the safety deposit vaults of a bank. Its construction and facilities are so complete that there is scarcely a chance of loss for the shipper in the matter of unloading and weighing, where the weighing is properly supervised to insure an honest reading of the scales.

Carload dockage has in days gone by been a source of considerable profit to terminal

elevator operators, and it is said that it was not unusual for elevator operators to take from 500 to 800 pounds to each car, and cars were smaller in those days than now. Carload dockage is still a mooted question, and is fixed in different markets by custom, board of trade or state regulation per car as follows, to-wit:

	Lbs.
Duluth	30
Chicago	40
Memphis
Omaha
Minneapolis	30
Kansas City	100
Cairo
Milwaukee
Peoria	50
St. Joseph	100

We are not definitely informed regarding carload dockage taken at New Orleans, Fort Worth and Galveston. Until recently the dockage at St. Louis and East St. Louis was three pounds per thousand pounds, when the state commissioners of Illinois and Missouri made a rule that carload dockage at public elevators should be 50 pounds for cars of 40,000 pounds or less and 100 pounds for cars of over 40,000 pounds, their rule applying of course only to public elevators.

The Weighing Committee of the Merchants Exchange of St. Louis have ordered that effective June 15, weight certificates shall show only the actual weight of grain unloaded from cars at elevators, mills and warehouses, this order being subject to the approval of the Board of Directors. We are not as yet informed as to the action of the Board.

It is customary in most markets for the weigher to deduct the carload dockage from the actual weight in making up his weight certificate.

Your committee would recommend that action be taken by this Association to the end that board of trade or state weighmaster's certificates shall show the actual weight as is now being done at Milwaukee, Memphis, Cairo and Omaha and is contemplated at St. Louis, and we offer the following resolution, to-wit:

RESOLUTION.

Resolved, That carload dockage is unjust and not based upon any good business proposition, that we are gratified to know such practice has been abandoned in some markets and the amount of dockage reduced in others, and that we urge that it be discontinued in any market where it is yet practiced.

RAILROAD SERVICE.

Your Committee feel that it is proper to mention in this report some of the unfavorable methods and conditions that exist for which the railroad companies are responsible and that result in loss to shippers of grain.

Published freight tariffs as provided by law are not as public as they may seem to be

or as we understand the law contemplated. They are made up in different forms, each railroad company having a form of its own and all of the forms used are more or less ambiguous, so much so that local station agents often have no conception whatever of them and are unable to give shippers any particular knowledge and we have known of instances where division freight agents were unable to properly construe them.

Instructions are given by railroad companies to agents to destroy expired tariffs which makes it very inconvenient for shippers who desire to be informed regarding expired rates for the purpose of checking up freight receipts.

In our opinion, the loose system of dissemination of these tariffs gives an opportunity for discrimination, we are advised that railroad companies have been known to publish tariffs giving reduced rates, disseminating them particularly to favored large shippers and carelessly to the small shippers if placed within their reach at all, keeping same in force a short time only to give the favored shipper a chance to make up billing on the reduced rates.

Natural shrinkage is the defense made by certain railroad companies when presented with claims for loss of grain by leakage in transit. Certain companies insist that natural shrinkage of grain in transit amounts to one per cent., or an equivalent of six hundred pounds on a sixty thousand pound car and have undertaken to deduct such percentage of shrinkage in making settlement of such loss with shippers.

Terminal railroads operated as separate corporations, the stock of which is usually owned by trunk lines, show a disposition to be extremely indifferent to the rights of shippers, and in every large market particularly, their facilities are entirely inadequate, which results in serious loss to shippers in times of congestion, because of delays in making delivery, and such terminal railroads are almost absolutely indifferent about providing police protection and the proper care of property in their yards.

Your Committee consider that the terminal railroad question is one of the most difficult and important problems that concerns the grain trade in connection with terminal markets.

Reconsignment and switching charges in terminal markets make up an expense that often proves a serious disappointment to the shipper when he receives the returns on his consignments, and it would seem that a proper organization of terminal railroad facilities might partially eliminate such charges.

The responsibility of a railroad company in accepting a shipment of grain must certainly begin and end somewhere. Does it begin as soon as the shipper has loaded the car or when he has received a Bill of Lading for it? Does it end when the grain is unloaded at destination, or when car is placed,

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at unloading point? Your Committee are not informed on this point and we would recommend that a brief of laws and court decisions be prepared.

RESOLUTION.

Resolved. That in the interest of shippers and receivers of grain the best efforts possible should be made by this association to correct the practices referred to in the division of the report of the Advisory Committee on Railroads, and that it should be made the duty of the Committee on Transportation to act along the line of affecting such reforms.

REORGANIZATION OF ADVISORY COMMITTEE.

As already stated, your Committee have not given any attention to markets located east of the Indiana and Illinois State line, because the field is too large for one committee to cover as a whole and we offer the following resolution, to-wit:

RESOLUTION.

WHEREAS. The field of work to be covered by the Advisory Committee is of such large extent and includes so many markets that it is practically impossible for the Committee as a whole to properly cover all of the territory; therefore,

Resolved. That the Board of Directors are hereby authorized to make such sub-divisions of that Committee as may seem to them to be advisable and to assign each sub-division so created such part of the work as in their opinion can be so done to better advantage and more thoroughly.

The President: I will give notice now that this matter will likely be taken up to-morrow. The one that is laid on the table.

The President: I want to call your attention to the excellent report made by the Advisory Committee. The last part some of you did not seem to think was excellent, but when you take into consideration the fact that the committee has devoted a wonderful amount of time to it, without any compensation, they deserve more than a passing resolution. The report is an excellent one, barring, perhaps, the one you laid on the table, and I think there should be more recognition made of the report than simply passing and adopting it.

Mr. W. S. Washer: I move you, sir, that the thanks of this association be and are hereby tendered to this committee for their very excellent report.

Seconded and carried.

The President: If there be any further remarks before the lecture by Mr. Watrous, we will listen to them.

Mr. McCord (Ohio): There was a special order to receive the report of the Credentials Committee.

The President: Yes. The report of the Credentials Committee will now come before you.

(The report of the Committee on Credentials was then read by J. M. McCord.)

The President: You have heard the report of the Committee on Credentials. What shall be done with it?

Mr. Chambers expressed himself as opposed to the report of the Committee on Credentials and after considerable discussion as to the proper interpretation of the constitution and by-laws, Mr. Jay A. King made the following motion: I move, Mr. Chairman, that the report of the Committee on Credentials be corrected so that the delegates from the affiliated associations will have the right to cast 20 votes, or the number of votes they represent, whether it be 20 or a fraction of 20.

Mr. McCord and Mr. Riley were opposed to the resolution, as were also Mr. England and Mr. Lederer.

M. F. Dunlap moved that a committee be appointed by the Chair to decide upon the proper interpretation of the constitution and by-laws on the point at difference and report to-morrow morning.

The motion was seconded and carried.

and President Grimes appointed the following to serve on that committee: Jay A. King, J. W. Snyder and M. F. Dunlap.

President Grimes: If there is no other business we will now be entertained by a stereopticon lecture by Mr. Watrous.

Mr. Watrous: As you have had very important business to transact and as the hour is now very late, I think perhaps it would be better to dispense with this part of the program. However, I am here and am ready to follow out your wishes in the matter.

President Grimes: What is the desire of the convention? Shall we have this lecture or not?

Mr. Lederer: I move that we accept the lecture at once and get the benefit of it.

The motion was seconded and carried and Mr. Watrous entertained the convention with an illustrated stereopticon lecture, giving different views of the city of Milwaukee.

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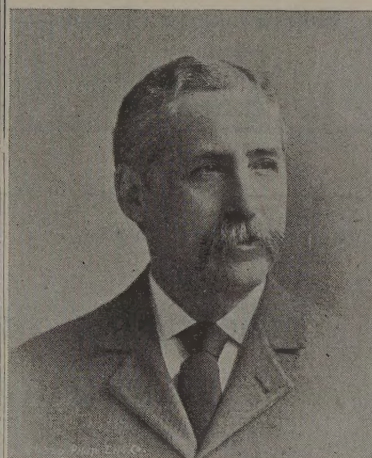


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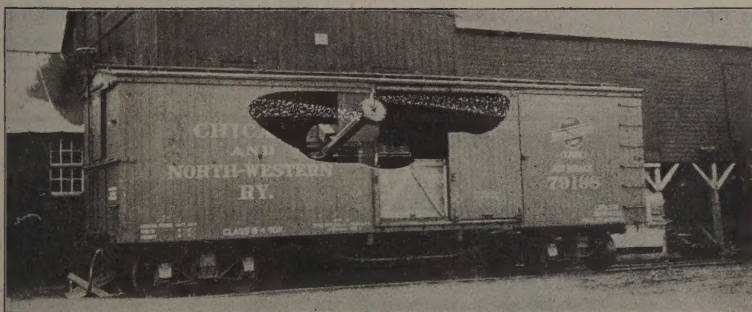


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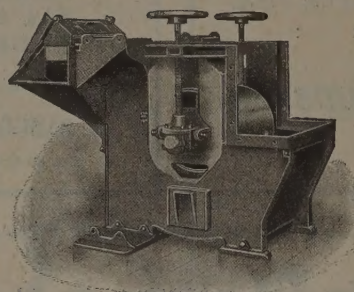
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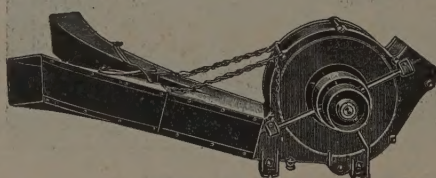
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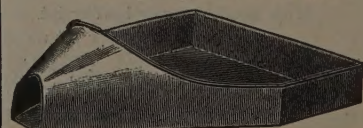
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